**Sales Director, Fixed Income - Municipals**

|  |
| --- |
| **Purpose of Role:**  Increase existing revenues of Fixed Income Municipals service through managing and retaining current customers while also identifying, prospecting and closing on new business to buyside community. |
| **Key Responsibilities/Accountabilities**  New Business   * Sell Fixed Income Municipals service into buyside community, including mutual funds, hedge funds, registered investment advisors, insurance companies and pension funds * Consistent delivery of individual, monthly new business sales targets * Develop and maintain a continuous pipeline of new business sales leads * Identify target customers, make initial contact, establish relationship and develop the business – managing the full sales cycle from start to finish * Present live or remote product demonstrations for prospects * Develop and cultivate relationships at the highest levels within prospective accounts * Hit monthly activity metrics target in accordance with set objectives * Ensure all existing and potential prospect/client activity is logged in the required CRM tool in the form of calls/tasks or meetings * Plan business trips with a minimum of 5 meetings per day and meet with manager to discuss the agenda in advance of the trip * Process all administrative tasks in a timely fashion * Represent the Fixed Income Municipals offering at required industry events * Liaise with Sales and CRM teams in the US and globally * Participate in the strategic development of the Municipals offering for Buyside users * Work collaboratively with other products in The Mergermarket Group to optimize revenues for the overall business * Monthly 1-2-1 with manager   Account Management   * Responsible for maintaining and growing existing book of business to reach or exceed monthly personal target and team target * Create and implement a growth strategy for each client according to needs, business model and  opportunities for the FIG portfolio of services * Improve and enhance overall relationship with client base, further embedding FIG into the daily process of client business * Work closely with CRM to implement the growth strategy and ensure clients receive maximum value from the service * Maintain regular value-add contact with clients during the course of the subscription period * Selling additional services to existing clients by meeting and conducting trials to deliver the value proposition. * Present live or remote product demonstrations. * Develop and cultivate relationships at the highest levels within client base. * Address renewals a minimum of 3 months in advance of the contract expiry date. * Ensure existing clients renew their subscriptions through justified proposals and detailed explanations. * Ensure all existing and potential client activity is logged in Sugar in the form of calls/tasks or meetings. * Flag risky accounts at the earliest possible stage with management and CRM. * Process all administrative tasks in a timely fashion. * Hit a monthly revenue target which is comprised of renewal, new business and uplift figures * Hit monthly activity metrics and sales targets in accordance with set objectives * Plan business trips with a minimum of 5 meetings per day and meet with your manager to discuss the agenda in advance of the trip. * Maintain links to the Fixed Income Editorial, Legal and Research teams for the exchange of client feedback and proactive content supply * Represent the Fixed Income Group, at Remark events and Fixed Income industry events |
| **Key Skills & Knowledge**   * Exceptional knowledge of Municipal Fixed Income market * Successful track record in Municipals sales and client relationship management * Team player who contributes to an environment of excellence * Ability to respond quickly and appropriately to client requests * Experience working with and presenting to senior level executives * Ability to communicate, both verbally and in writing, in a professional and courteous manner |
| **Behavioral competencies**   * Strong emphasis on Account Management/Customer Care * Strong organization, communication and presentation skills * Takes responsibility and holds self-accountable for meeting assigned goals * Able to provide consistent feedback on how to improve Municipal service * Shows innovation in commercial approach |
| **Relationships**   * Fixed Income commercial in the Americas * Fixed Income commercial in London and Asia * Fixed income editorial and legal in the Americas |
| **Key performance indicators**   * Achieving renewal and new business targets * Consistent achievement of key performance metrics * Reporting and forecasting in accurate and timely manner |

**EOE/Minorities/Females/Vet/Disabled**   
  
[Apply](http://mergermarketgroup.com/career/sales-director-fixed-income-municipals/#.WJiuCxsrKUl)